

The Sonim logo is displayed in a large, white, sans-serif font. Above the letter 'i' is a white Wi-Fi symbol consisting of three curved lines.

March 2021

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This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.

Sonim: What We Do

**Ultra-Rugged Handset Portfolio and Smartscanner
Handheld & Tablet in Development**



Selling through Leading North American Mobile Carriers



Ultra-rugged mobility solutions including handsets, scanners, accessories and software

\$4B global market for Push-to-Talk over Cellular (PoC)⁽²⁾ - poised to further disrupt the \$17B Land Mobile Radio (LMR) market ⁽³⁾

Expertise in Push-To-Talk (PTT) and ultra-rugged design enables purpose-built devices for the enterprise and agency

Selling through leading mobile carriers in the Americas and distributors in the Americas and Europe

Design awards in hand for next-gen feature phones with North American carriers. Highest projected volumes for product life-cycle to date.

Poised for international expansion with next-gen feature phones and new distribution partnerships – non-carrier channels remain an untapped opportunity

(1) Sprint is now part of T-Mobile. Sonim work continues with T-Mobile including design wins on next-gen feature phones.

(2) VDC Research Group, Inc.: 2019 PTT-over-Cellular and its Impact on LMR;

(3) Land Mobile Radio (LMR) System Market 2020: Global Land Mobile Radio (LMR) System Market Size, Manufacturers, Supply Chain, Sales Channel and Clients, 2020-2026

Why Sonim

A Leader in Handheld Ultra-Rugged Mobility Solutions with >10 Years' Experience

- Sonim's mobility solutions are the **industry standard for ultra-rugged dependability**
 - Functionality for tough environments within the industrial and public safety sectors
 - Core competency in engineering development of Push-to-Talk ("PTT") solutions
 - Trend toward broadband cellular-based PTT integrated with and displacing legacy LMR networks
- Combines in-house design and engineering expertise in ruggedized product development with variable cost ODM and outsourced manufacturing to bring new innovative products to market in a cost-efficient and scalable manner
- 1H 2021 product **pipeline includes next generation feature phones and new handheld devices**
 - Adds compatibility with European carriers – an untapped market
 - SmartScanners in both handset and tablet form factors
 - Combines for a **4X increase in Total Addressable Market (TAM)** to more than \$4.9B globally
- Sonim recently completed significant cost-reductions and **streamlined its operations** – further cost savings are being implemented
- Funded for operations with **over \$22 million of cash** and no debt, as of December 31 2020.

Multiple Growth Drivers

Leverage recent design wins for Next-gen feature phones at major carriers

- Become the go-to solution for ruggedized PTT over LTE as the replacement of LMR devices continues and demand for ruggedized feature phones and scanners increases



Leverage expertise to expand product offerings

- Leverage existing expertise in rugged mobility to design and offer additional form factors, expand into hand-held devices (bar code scanners), tablets and integrated LTE/LMR/Satellite Phone devices.



Expand go to market strategy

- Increase market presence by bringing products to market through distribution and value-added resellers.

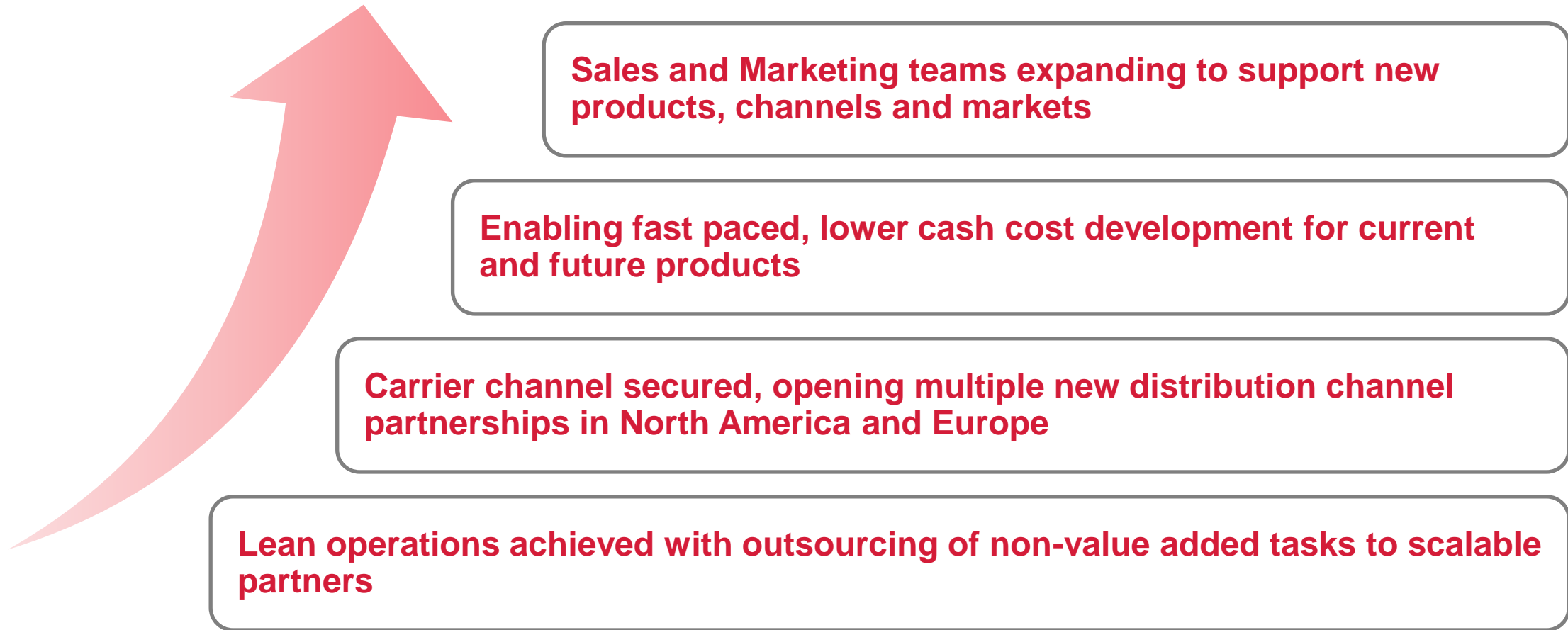


International Expansion

- Roll out Sonim's solutions to previously untapped international markets.



Business Transformation



Proven Management Team

Tom Wilkinson, *Chief Executive Officer*

- Experienced executive with various leadership positions, most recently as Chairman and Interim CEO of Cipherloc Corporation and formerly as CEO of Xplore Technologies which was sold to Zebra Technologies in August 2018
 - Master and Bachelor degrees from the University of Texas and is a Certified Public Accountant in Texas and Colorado
-

Bob Tirva, *Chief Financial Officer*

- Proven financial executive with various executive roles, most recently as CFO of Intermedia and formerly as Corporate Controller at Dropbox, Inc.
 - M.B.A. from the Yale School of Management and a Bachelor of Business Administration in Accounting from the University of Notre Dame
-

Randy Denny, *Executive Vice President of Sales*

- Proven sales leader and rugged electronics industry expert most recently with RealWear, and additional success at Xplore Technologies and General Dynamics Itronix
 - Bachelor of Science in Business from the University of Idaho
-

John Graff, *Chief Marketing Officer*

- Experienced marketing leader with prior experience at Zebra Technologies, Xplore Technologies and National Instruments.
 - Bachelor of Science in Electrical Engineering from the University of Texas
-

Peter Liu, *Senior Vice President of Operations*

- Former Global Quality Director at LOM/Perlos and Head of Quality for Motorola Solutions' Strategic Growth Engine business unit
 - Bachelor degree in Engineering from Tianjin University and an M.B.A. from Lawrence Technological University
-

Bengt Jonassen, *Senior Vice President of Engineering*

- Served as R&D Manager and Concepting Product Program Manager at Nokia, in Germany and China, respectively
 - Bachelor degree in Electrical Engineering from Frankfurt University of Applied Sciences
-

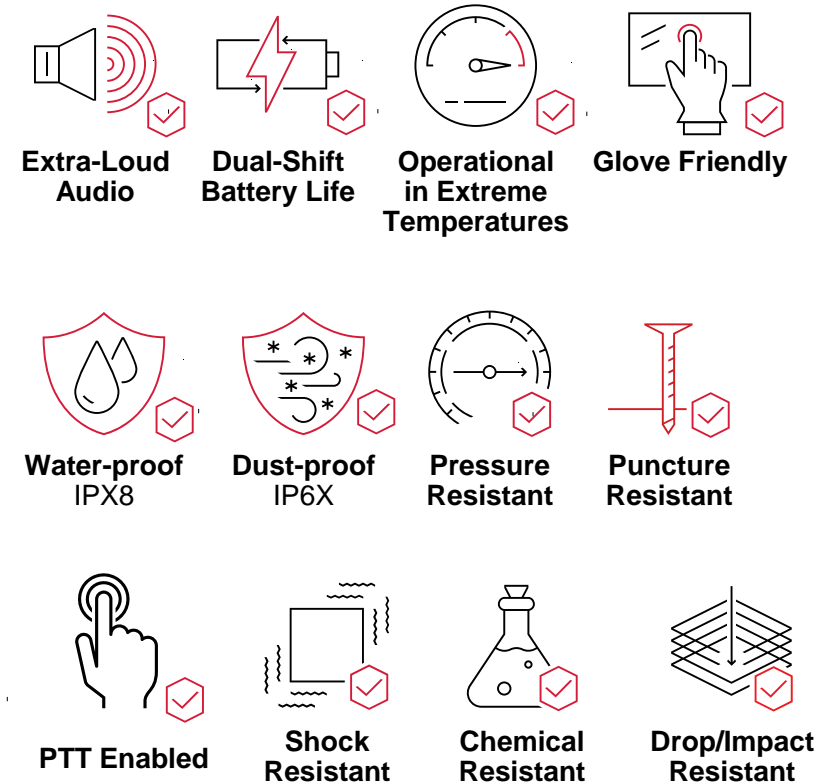
Arun Khurana, *Executive Vice President of Software Development*

- Experienced leader in technology development for complex projects, and managing offshore teams
- Master in Business Administration from University of Missouri

Ruggedness

Differentiation by Design and Engineering

- Rugged is critical to maximize job efficiency, communication uptime, full shift enablement and safety.
- Just sealing well to get a high IP rating is inadequate.
- Rugged design prevents loss of functionality from impact, vibration, corrosion, screen break, and many other destructive encounters.
- Long battery life, high screen brightness and loud audio maximize effectiveness for outdoor use.
- Rugged engineering translates to additional products that can be brought to market in the future.



Ultra-Ruggedness Backed by Industry Leading

3 YEAR
COMPREHENSIVE
MANUFACTURER'S
WARRANTY

Push-to-Talk

Unique Expertise in Mission Critical Communications

- Few devices on the market incorporate PTT technology.
- Sonim is one of only three companies who have made a commitment to engineering Mission Critical PTT, the newest and most effective technology that is crucial for first responder communications.
- PTT is the key to unlocking disruption of the \$17+ billion LMR legacy business⁽¹⁾. The functionality is fully replaced, with additional features that a cell phone can provide.
- Software engineering to incorporate PTT functionality is a key value within Sonim, and a skill that can be applied to future devices.



Task worker using Sonim's XP5s

(1) Land Mobile Radio (LMR) System Market 2020: Global Land Mobile Radio (LMR) System Market Size, Manufacturers, Supply Chain, Sales Channel and Clients, 2020-2026

Push-to-Talk (PTT) History/Background

Favorable Trend Toward Broadband Cellular-Based PTT is Exemplified by Large and Growing PoC End-User Markets

LMR (Land Mobile Radio)

- First technology for PTT and still in use today, both commercial and public safety
- Public safety relies on LMR for mission-critical voice communications



iDEN

- Launched by Nextel in 1996
- At its peak had 15+ million subscribers
- Decommissioned in 2013



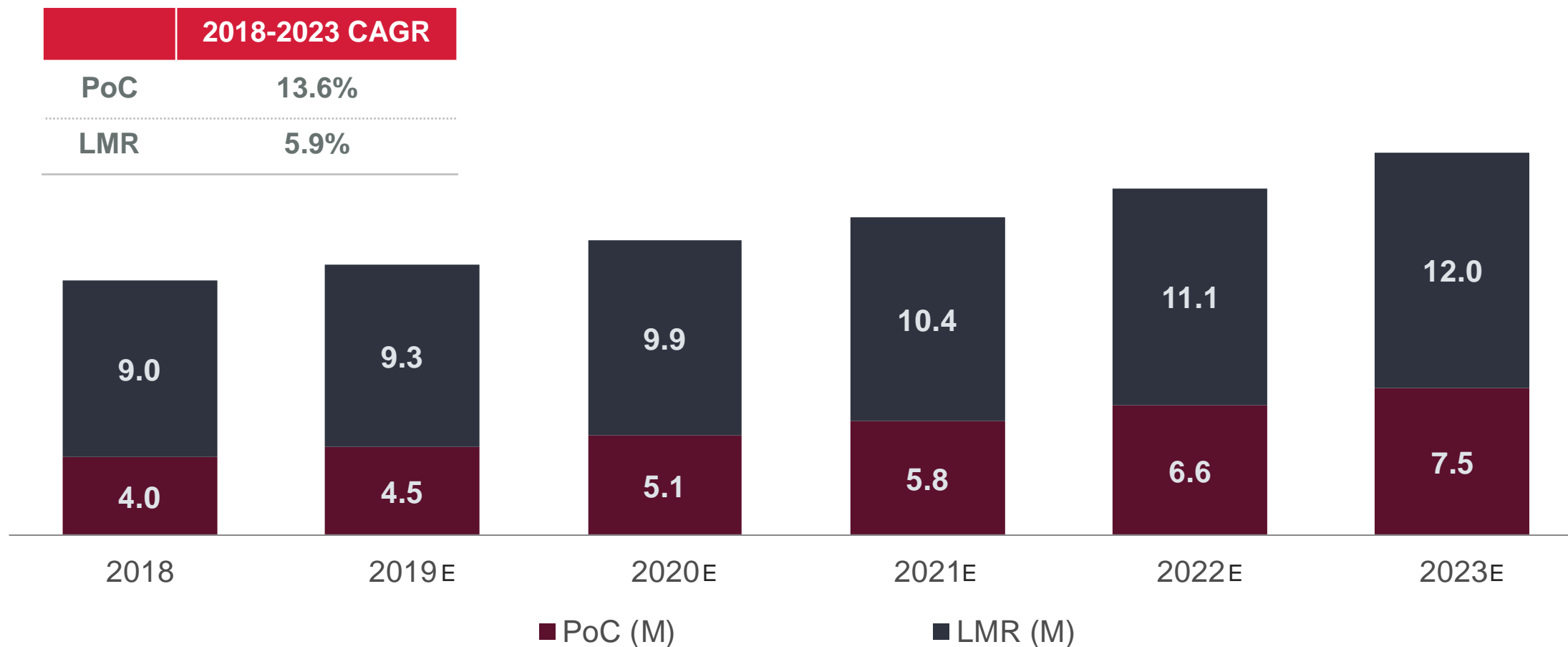
PoC (PTT over Cellular)

- First introductions in early 2000's but poor QoS impacted it's adoption
- LTE has fostered growth due to enhanced performance and added capabilities
- PoC has traction in commercial, while MCPTT is key to public safety adoption

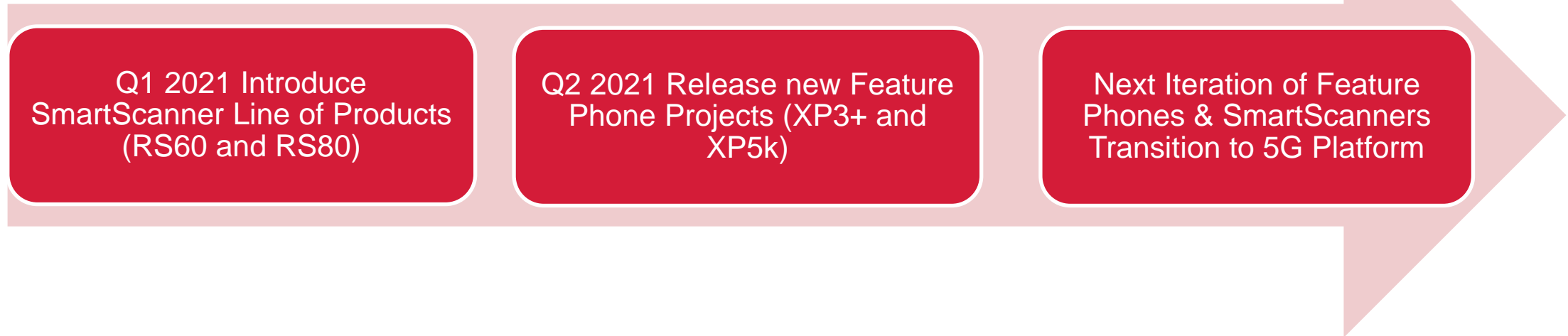


U.S. Total PTT Users by Network

PoC User Base is Growing 2x Faster than LMR



Device Roadmap



- In Q1 of 2021, we introduced our SmartScanner platform beginning with our 6-inch screen rugged handheld with integrated Honeywell bar code scanner, swiftly followed with our 8-inch screen tablet version. Both devices incorporate our SonimWare Scout Software to enhance organizational deployment and device management.
- We will release our next generation feature phones mid-year, the XP3+ and XP5k, updating our most popular form factors. Simple to use and maintain, these devices integrate next generation Mission Critical Push-to-Talk (MCPTT). While optimized for voice communication and replacement of traditional LMR at a lower cost to the user, these devices are enabled for data communication as well and for the first time will be built to function in Europe.
- Updated feature phones and scanners have development pathway to transition to 5G.

Sonim's Development Pathway – SmartScanner Platform

Rugged Handheld and Tablet Solutions for the Toughest Environments



RS80
Fully Rugged 8" Barcode Scanner
and Lightweight Tablet



RS60
Fully Rugged 6" Barcode Scanner and
Android Smartphone

Quickly scan and communicate in mobile environments

Vertical use

- Warehouse
- Manufacturing
- Transportation and Logistics
- Field Service
- Public Safety

Key Features

- Sunlight readable FHD 6" display with Gorilla Glass 3 and anti-fingerprint coating
- GMS enabled Android 10 OS
- High capacity multi-shift battery
- Integrated barcode scanner
- High bandwidth 4G LTE connectivity
- Standard hand strap for all day comfort and ease of use

Sonim's Rugged Mobile Feature Phones



Sonim XP5s



Sonim XP3

- Largest volume products historically.
- Ultra-Rugged voice focused devices.
- Few competitors in the market.
- Form, fit and function to compete against LMR devices.
- Easily sterilized with hospital chemicals and bleach.
- Low-cost options either as purchased or as part of a service plan.
- Provides task workers with a device to support their productivity, not for entertainment.
- Updated platform being released mid-2021.
- Follow up platform changes will incorporate 5G.
- Transitioned manufacturing to ODM partner Unicair at reduced cost to legacy –in-house manufacturing.

Sonim's Development Pathway – Upgraded Feature Phone

Next Generation Rugged Voice Focused Solutions for the Toughest Environments



Sonim XP5K

- PTT focused feature phone
- Targets LMR/PMR replacement
- “Radio-like” channel/volume knobs



Sonim XP3 PLUS

- Ultra-rugged flip phone
- Sonim's highest volume
- New processor and band support

- Our leading products by volume and revenue.
- Design awards in hand for major North American carriers.
- Highest projected volumes for product life cycle to date.
- ODM manufactured in Vietnam by Foxconn's FIH Mobile.
- Includes bands to support EMEA and T-Mobile.
- Simple to sell, service and succeed.

Shared Architecture
(Qualcomm 4251)

Industrial Accessories

Wide Assortment of Sonim and 3rd Party Rugged Accessories to Meet User Needs in Various Industries and Environments



Secure Audio
Connector



In-vehicle Pro-install
& Passive Kits



Wired & Wireless PTT
Headsets & RSMs



Bluetooth RSM
& Smart Button



Multi-bay Handset &
Battery Charging



Dispatch



Carrying Solutions



Chargers,
Cables & Adapters

Optionality to Develop 5G Platform

Next Generation Rugged Smart Phone and Tablet Solutions for the Toughest Environments



Sonim XP10U

- Ultra-rugged handset
- 5G capability
- Enhanced camera
- Faster processor

Sonim XP10S

- Semi-rugged handset
- 5G capability
- Enhanced camera
- Faster processor

Sonim XP10B

- Ultra-rugged
- 5G Capability
- Integrated Barcode Scanner

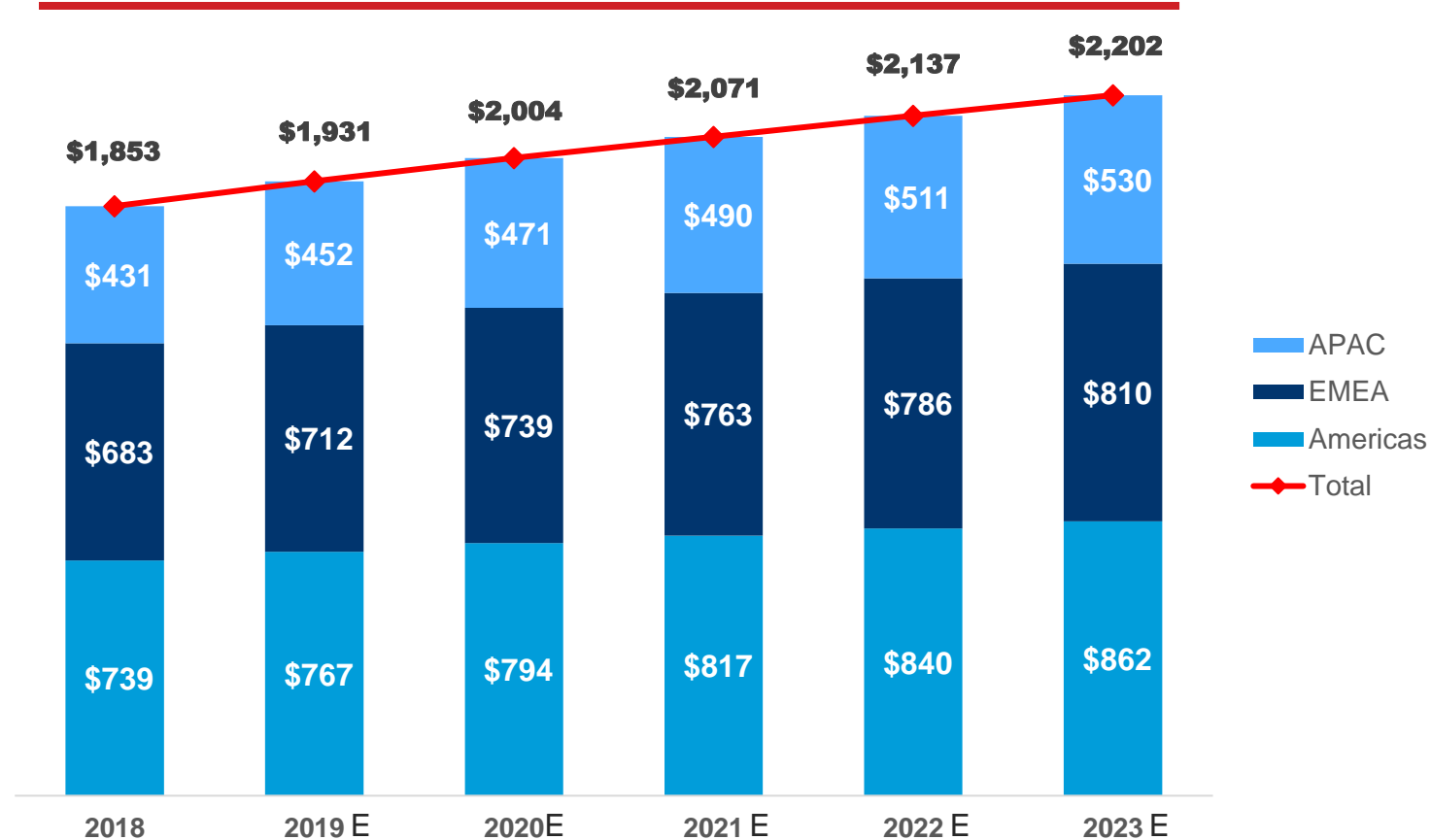
Shared Architecture

- Timing dependent on final determination of 5G and pre-funded demand from major carriers.
- Product category follow on to XP8 LTE Smartphone.
- Creating volume and scale through opening up two additional categories: lower cost semi-rugged and high margin bar-code scanner.

Shipment Forecasts for Rugged Cellphones

Sonim's Product Roadmap in Rugged Cellphones Addresses an Attractive Market Size

Worldwide - Rugged Cellphones



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Source: 2019 Rugged Handheld Computers & Smartphones

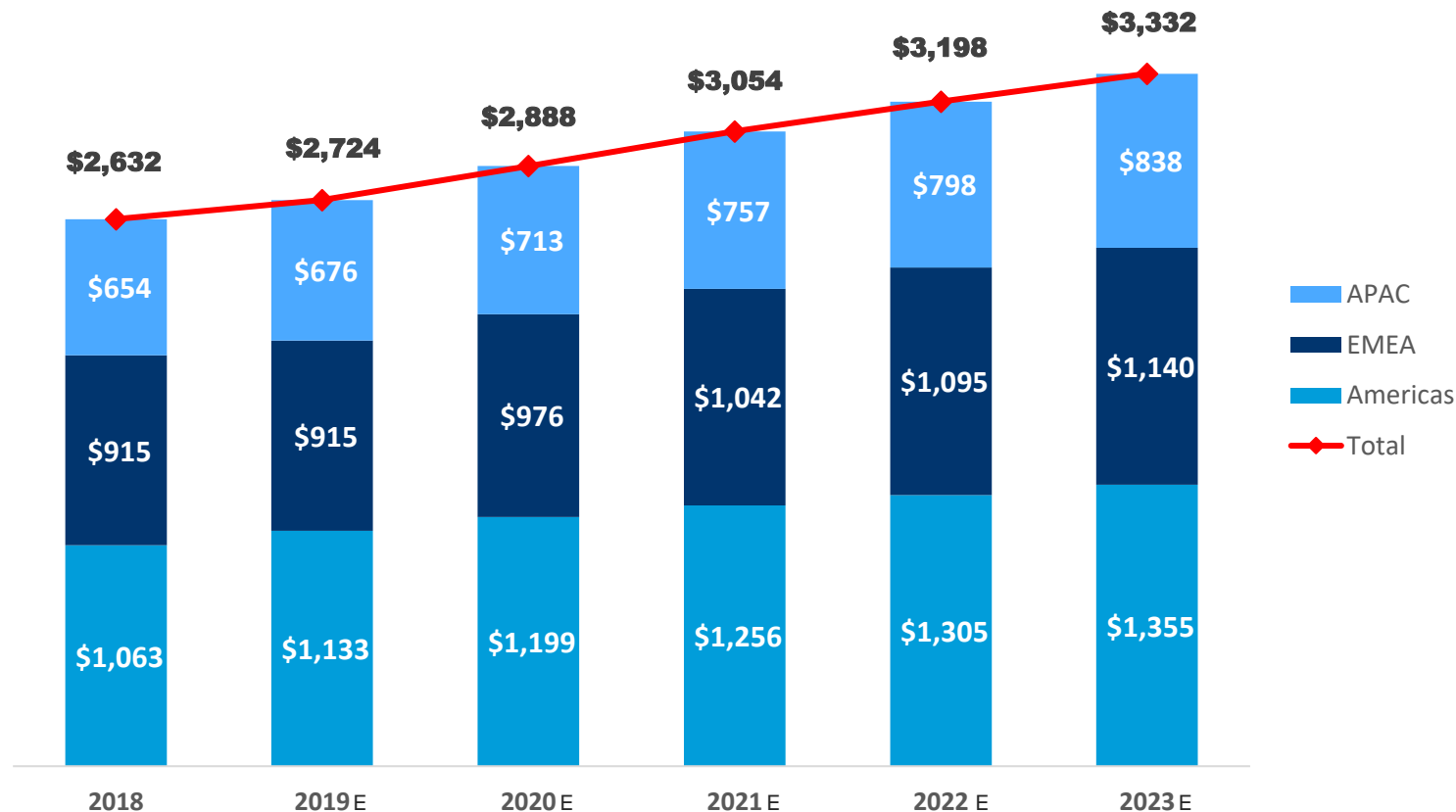
Data presented relate to estimates of broader market trends and projections and are solely presented to indicated potential market opportunity. There are no assurances that the Company's growth rates, rates of product adoption, revenues or other results of operations will follow similar trajectories or trends or will correlate to such trajectories or trends.



Shipment Forecasts for Rugged Handhelds/Scanners

Sonim's Product Roadmap into Rugged Handhelds and Scanners Opens Up Broader Market Opportunity

Worldwide - Rugged Handhelds/Scanners



© Copyright 2020 VDC Research Group, Inc.

Source: 2019 Rugged Handheld Computers & Smartphones

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Leveraging the Reach and Relationships of Distributors

Sonim Is Adding Distribution and Value-Added Reseller (VAR) Partners in North America and Europe

Current and Target Distribution Partners



We are working to create relationships with distributors and direct VARs in North America and Europe to take to market our current products and future pipeline.

Distributors – Organizations taking inventory for resell. Typically, employee large sale teams and work with resellers to bring products to market. We will engage with distributors on co-marketing efforts as well. In some markets, distributors also provide reverse logistics support.

VARs – While not taking supplier inventory, a VAR typically is providing equipment and services to end users. Bundled solutions as well as proprietary software are often part of their deliverable. To be a direct VAR, an organization must demonstrate minimum levels of sale of product each year, otherwise would need to purchase products through distribution.

Opening up these channels is key to getting products not strictly identified as cell phones into the North American market, and all products in EMEA.

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